

*RJR*  
REYNOLDS COMPANY

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To: <i>Rory</i>	From: <i>GREG MITCHELL</i>
Co.	
Dept.	Phone #
Fax #	Fax #

RORY,

ATTACHED ARE RECAPS OF NORTH JERSEY  
DIVISION RECAPS FOR FRIDAY + SATURDAY.

I WILL CONTACT YOU IF YOU NEED FURTHER  
INFORMATION

THANKS

BRUCE

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# **NORTH JERSEY DIVISION RECAP**

- **PERSONAL SELLING : FRIDAY, 6/9/95**
  - ALL NORTH JERSEY FULL TIME PERSONNEL ( 18 )
  - 7 STORE SALES
  - 370 CONSUMER OFFERS ACCEPTED
  - 498 NAME GENERATION CARDS SIGNED
- **PERSONAL SELLING : SATURDAY, 6/10/95**
  - 8 REPS WORKED AND 2 MANAGERS ( 10 TOTAL )
  - 5 STORE SALES
  - 188 CONSUMER OFFERS ACCEPTED
  - 236 NAME GENERATION CARDS SIGNED

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06/12/95

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RJ REYNOLDS N. JERSEY DIV. 1226

002

# **NORTH JERSEY DIVISION PERSONAL SELLING JUNE 10 , 1995**

## **10 FULL TIME EMPLOYEES WORKED O/T**

- 7 HOURS : JOHN KLEIN AND CHUCK DABAGHIAN**
- 6 HOURS : GREG MITCHELL, JAMES DOWD, RICH OLAH,  
ANNIE MONTEVERDI, AND MARIE COLE**
- 5 HOURS : LOU MAZZONI AND ANTHONY CARROLL**
- 4 HOURS : ELLEN DOGALI**

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